

Message Text

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PAGE 01 BONN 07840 01 OF 02 271002Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----067595 271021Z /11

R 270952Z APR 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 8060
USMISSION USBERLIN
AMCONSUL FRANKFURT
AMCONSUL MUNICH
AMCONSUL STUTTGART

UNCLAS SECTION 01 OF 02 BONN 07840

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - MERCANTE INTERNATIONAL,
HONOLULU, HAWAII

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

FIRMA ELIAS KATZ
POTSDAMER STRASSE 144
D-1000 BERLIN 30, GERMANY
CONTACT: HERR ELIAS KATZ
PHONE: (300) 216-60-56
COMMENT: FIRM IS A LEADING WEST BERLIN DISTRIBUTOR OF
CORAL JEWELRY IN LOCAL MARKET. FOR PRODUCT LINES
OFFERED THERE MAY BE EXCELLENT MARKET IN BERLIN.
INTERESTED FIRM WAS ESTABLISHED IN 1951, EMPLOYS 9.
WELL-ESTABLISHED COMPANY HAS ACHIEVED SUBSTANTIAL EX-
PANSION OF ITS MARKET SHARE IN RELATIVELY BRIEF TIME.
FIRM OFFERS GOOD PROSPECTS FOR DEVELOPING NEW PRODUCT
LINES IN THIS MARKET. COMPANY DESIRES DIRECT CONTACT
WITH ADC CLIENT.
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PAGE 02 BONN 07840 01 OF 02 271002Z

EUROBIJOUX
ALFONS KRUCKER
LAHNSTR. 60
D-6000 FRANKFURT/MAIN
CONTACT: HERR FLEISCHMANN
PHONE: 0611-736082

TELEX: 04 13 414

COMMENT: THIS LEADING WHOLESALER OF FASHION JEWELRY IN THE FRANKFURT CONSULAR DISTRICT IMPORTS BLUE CORAL JEWELRY FROM THE PHILIPPINES (CEBU) WHICH RESEMBLES CLOSELY THOSE ITEMS OFFERED FROM MERCANTE. THE COMPANY PAYS VERY LOW PRICES (80 CENTS FOR SOME OF THE NECK-LACES) AND IS WONDERING ABOUT THE PRICE RANGE OF MERCANTE INTERNATIONAL. THE COMPANY WOULD BE INTERESTED IN RECEIVING PRICE QUOTATIONS AND POSSIBLY SOME SAMPLES IN ORDER TO EVALUATE MARKET CHANCES.

ARIZONA GALERIE
NEUE MAINZER STR. 22
D-6000 FRANKFURT/MAIN
CONTACTS: MRS. H. GAST OR MR. MORTELL
PHONE: 0611-25 14 55
COMMENT: SMALL RETAILER/WHOLESALER, MOSTLY OF AUTHENTIC INDIAN JEWELRY, WOULD BE INTERESTED TO RECEIVE SAMPLES AND PRICE INFORMATION FOR MARKET EVALUATION.

ART IMPORT WALTER KOZUCH
PASINGER BAHNHOFSPLATZ 3
D-8000 MUENCHEN 60
CONTACT: HERR WALTER KOZUCH, OWNER
PHONE: 089-883262 OR 089-281441

UNCLASSIFIED

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PAGE 03 BONN 07840 01 OF 02 271002Z

UNCLASSIFIED

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UNCLASSIFIED

PAGE 01 BONN 07840 02 OF 02 271002Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----067588 271022Z /11
R 270952Z APR 78
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 8061
USMISSION USBERLIN

AMCONSUL FRANKFURT
AMCONSUL MUNICH
AMCONSUL STUTTGART

UNCLAS SECTION 02 OF 02 BONN 07840

COMMENT: HERR KOZUCH EXPRESSED STRONG INTERESZ. HE WOULD LIKE TO HAVE SOME SAMPLES, I.E., 1 NECKLACE, 2 RINGS, 2 BRACELETS, ONE PAIR OF EARRINGS WHICH WERE NOT IN THE CATALOG BUT MENTIONED IN THE LITERATURE. OF COURSE, A PRICE OFFER HAS TO BE SUBMITTED. COMPANY IS AN AGENT, WHOLESALER AND IMPORTER OF JEWELRY, NOVELTIES, ETC. EMPLOYS 4 SALESMEN AND IS SAID TO HAVE SATISFACTORY SALES. FINANCES APPEAR TO BE IN GOOD ORDER AND NOTHING DEROGATORY WAS REPORTED CONCERNING FIRM'S MANNER OF PAYMENT. HERR KOZUCH HAS AVAILABLE CONSIDERABLE EXHIBITING SPACE AND HAS GOOD CONNECTIONS TO THE TRADE. HE IS EXHIBITING AT GERMAN FAIRS WITH GOOD RESULTS.

REGNER U. CO. OHG
KUNZENWEG 28
D-7800 FREIBURG
CONTACT: MR. BAPPERT
PHONE: 0761-62327
COMMENT: PROSPECT IS AN IMPORTER, EXPORTER AND
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PAGE 02 BONN 07840 02 OF 02 271002Z

DISTRIBUTOR OF HANDMADE SILVER JEWELRY. PRESENTLY EMPLOYS 3 PLUS 5 SALES REPRESENTATIVES. ANNUAL SALES: DM 300,000. FAVORABLZ KNOWN TO CONSULATE GENERAL STUTTGART.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
MEEHAN

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Message Attributes

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Disposition Approved on Date:
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Secure: OPEN
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Subject: ADS REQUEST - MERCANTE INTERNATIONAL, HONOLULU, HAWAII THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY
TAGS: BEXP, GE
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/3348bda6-c288-dd11-92da-001cc4696bcc
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